



85% and Over Manager Shop Score Report Comparisons by Skill

Sales Person Detail July, 2019

Anton Rykov			Shop Date	Reach (info only)	Greeting	Qualification of Needs	Presentation	Handling Objection	Attempt to Close	Follow-up	Total Score
12030	Hampton Inn Ft Worth Dwt	A. Smith	7/26/2019	0%	86%	100%	100%	47%	80%	100%	85%
12032	HGI North Houston Spring	B. Romero	7/22/2019	100%	100%	85%	100%	50%	100%	100%	89%
12036	Homewood Ft Worth Medi	K. Case	7/17/2019	100%	100%	95%	100%	79%	88%	100%	93%
Region Totals			3	67%	95%	93%	100%	58%	89%	100%	89%
Luke Cannon			Shop Date	Reach (info only)	Greeting	Qualification of Needs	Presentation	Handling Objection	Attempt to Close	Follow-up	Total Score
12019	Courtyard Fargo Moorhead	B. Volk	7/22/2019	100%	100%	100%	80%	100%	100%	100%	95%
12019	Courtyard Fargo Moorhead	S. Braham	7/22/2019	50%	100%	85%	100%	71%	100%	100%	92%
12021	Hilton Garden Inn Fargo	A. Hornbacher	7/19/2019	50%	88%	100%	100%	100%	100%	100%	99%
12021	Hilton Garden Inn Fargo	M. Peldo	7/25/2019	100%	100%	70%	100%	100%	91%	100%	90%
12021	Hilton Garden Inn Fargo	S. Bond	7/26/2019	50%	100%	100%	100%	100%	100%	100%	100%
12038	Residence Inn Bentonville	C. Knapp	7/17/2019	100%	100%	95%	80%	100%	40%	100%	86%
Region Totals			6	75%	98%	91%	93%	93%	96%	100%	94%
Matt Landgraf			Shop Date	Reach (info only)	Greeting	Qualification of Needs	Presentation	Handling Objection	Attempt to Close	Follow-up	Total Score
12027	Hampton Inn & Suites Mad	Z. Gillis	7/24/2019	0%	100%	100%	100%	100%	100%	100%	100%
12015	Hampton Inn & Suites Roc	M. Schimek	7/25/2019	50%	100%	80%	80%		100%	100%	86%
12001	Hampton Inn St Louis Dow	S. Bushor	7/15/2019	0%	86%	95%	100%	65%	100%	100%	92%
12039	SpringHill Suites Madison	A. Caldwell	7/19/2019	100%	100%	95%	100%	100%	100%	100%	99%
Region Totals			4	38%	96%	93%	95%	85%	100%	100%	94%
Russ Young			Shop Date	Reach (info only)	Greeting	Qualification of Needs	Presentation	Handling Objection	Attempt to Close	Follow-up	Total Score
12010	Hampton Inn & Suites Bois	J. Thomas	7/22/2019	100%	100%	100%	100%	100%	100%	100%	100%
12023	Hilton Garden Inn Ann Arb	O. Tyler	7/26/2019	100%	100%	100%	100%	100%	100%	100%	100%
12023	Hilton Garden Inn Ann Arb	P. Delaney	7/19/2019	0%	86%	100%	100%	100%	80%	100%	94%
12034	Home2 Joliet Plainfield	K. Young	7/26/2019	100%	100%	75%	80%	100%	100%	100%	88%
Region Totals			4	75%	96%	94%	95%	100%	95%	100%	96%



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Raymond Management Average	17	65%	97%	92%	95%	85%	95%	100%	94%
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